

Kimball International: National 2012 Sales Meeting

Friday, October 12

6:00 AM	6:30 AM	Rooftop Yoga (optional) - Skyline Rooftop
6:45 AM	7:45 AM	Breakfast available at leisure - Palm Courtyard
7:45 AM	8:00 AM	General Session - Days Expectations (Kourtney) - So Ho Ballroom
8:00 AM	8:30 AM	General Session - <u>Purchasing Power</u> - NIPA- Ken Heckman
8:30 AM	9:15 AM	<u>Purchasing Power</u> Breakout sessions (3 groups)
9:15 AM	9:45 AM	<u>Purchasing Power</u> - NIPA Re-Cap in General Session
<i>9:45 AM</i>	<i>10:00 AM</i>	<i>Break</i>
10:00 AM	10:45 AM	<u>Rendered Reality</u> - Kits Collaborator Introduction (GS) - Rob Kendal
11:00 AM	4:45 PM	Breakout Sessions (90 minutes) Session 1 - <u>Cloud of Productivity</u> - Salesforce.com (Valley Ho I) Session 2 - <u>Rendered Reality</u> - Kits Collaborator (So Ho Ballroom) Session 3 - <u>On the Go Mojo</u> - Mobile Marketing (Valley Ho II)
11:00 AM	12:30 PM	Session 1
<i>12:30 PM</i>	<i>1:30 PM</i>	<i>Lunch</i>
1:30 PM	3:00 PM	Session 2
<i>3:00 PM</i>	<i>3:15 PM</i>	<i>Break</i>
3:15 PM	4:45 PM	Session 3
4:45 PM	5:00 PM	General Session - Day's Wrap up - So Ho Ballroom
6:30 PM		Awards Banquet at Sand's Restaurant

Saturday, October 13

6:45 AM	7:45 AM	Breakfast available at leisure / check-out <i>Luggage storage in Valley Ho</i>
7:45 AM	9:30 AM	General Session - <u>Rapid Fire Sales Tools</u> HC min launch-vertical markets, Major Accounts
<i>9:30 a.m.</i>	<i>9:45 a.m.</i>	<i>Break</i>
9:45 AM	11:00 AM	Key Note Speaker - Jeff Davidson, "Achieving Work-life Balance"
11:00 AM	11:15 AM	closing comments